

# New Massachusetts-Real-Estate-Salesperson Test Topics, Massachusetts-Real-Estate-Salesperson Valid Exam Experience



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>> **New Massachusetts-Real-Estate-Salesperson Test Topics** <<

## Real Estate Massachusetts-Real-Estate-Salesperson Valid Exam Experience - Massachusetts-Real-Estate-Salesperson Test Question

There is plenty of skilled and motivated staff to help you obtain the Massachusetts Real Estate Salesperson Exam exam certificate that you are looking forward. We have faith in our professional team and our Massachusetts-Real-Estate-Salesperson Study Tool, and we also wish you trust us wholeheartedly. Because of this function, you can easily grasp how the practice system operates and be able to get hold of the core knowledge about the Massachusetts Real Estate Salesperson Exam exam. In addition, when you are in the real exam environment, you can learn to control your speed and quality in answering questions and form a good habit of doing exercise, so that you're going to be fine in the Massachusetts Real Estate Salesperson Exam exam.

## Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions (Q83-Q88):

### NEW QUESTION # 83

Standard title insurance would protect a buyer

- A. for the purchase of a property bought sight unseen where the buyer discovers a tenant living at the property.
- B. if after closing, the HOA placed a lien on the property for the previous owner's unpaid dues.
- C. when the seller has forged an ex-partner's signature on the deed.

- D. in a purchase where the buyer had knowledge of a shed violating setback requirements.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

Standard title insurance protects against defects in title that existed prior to closing and were not discovered in the public record.

Covered risks include:

Forged deeds or signatures.

Fraud in the chain of title.

Undisclosed heirs.

Mistakes in recording.

Therefore, if a seller forged a co-owner's (ex-partner's) signature on the deed, title insurance would cover the buyer.

B: Post-closing liens (such as new HOA liens) are not covered.

C: Known defects or issues (shed violating setbacks) are not covered.

D: Occupancy issues are outside the scope of standard title coverage.

Thus, the correct answer is A.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Transfer of Title; Title Insurance.

#### **NEW QUESTION # 84**

An advertisement emphasizes information meant to appeal to a particular ethnic or national group in an effort to maintain the character of the neighborhood. From the viewpoint of the federal Fair Housing Act, this could constitute a violation known as

- A. panic selling.
- B. blockbusting.
- C. redlining.
- **D. steering.**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The Fair Housing Act prohibits discriminatory advertising that suggests preference, limitation, or discrimination based on race, color, national origin, religion, sex, familial status, or disability. Advertising designed to appeal to a particular ethnic or national group in order to "maintain neighborhood character" is an example of steering - influencing or directing prospective buyers or sellers based on protected class considerations.

Blockbusting (C) involves inducing owners to sell due to fear of demographic changes.

Redlining (B) refers to lenders refusing loans in certain neighborhoods.

Panic selling (D) is essentially synonymous with blockbusting, not advertising.

Thus, targeted ethnic advertising with the intent to control neighborhood composition is considered steering.

Reference: Fair Housing Act, 42 U.S.C. 3604(c); Massachusetts Real Estate Salesperson Candidate Handbook - Fair Housing.

#### **NEW QUESTION # 85**

The Massachusetts Consumer Protection Act requires that

- A. The seller disclose all offers received.
- **B. The broker disclose known material defects.**
- C. The seller's information be kept confidential.
- D. The buyer be informed of all offers.

**Answer: B**

Explanation:

The Massachusetts Consumer Protection Act (M.G.L. c. 93A) prohibits unfair or deceptive practices in trade or commerce. In real estate, this means that a broker must disclose known material defects to prospective buyers. Failing to do so constitutes a deceptive act and can subject the broker to liability, including double or treble damages, attorney's fees, and court costs.

While sellers and buyers have their own disclosure obligations, the statute specifically imposes consumer protection responsibilities on businesses, including real estate brokers. Confidentiality of client information is a fiduciary duty under agency law, not a requirement of Chapter 93A. Offers themselves must always be presented to clients, but Chapter 93A focuses primarily on material

misrepresentation and nondisclosure.

Reference: M.G.L. c. 93A; 254 CMR 3.00; Massachusetts Real Estate Candidate Information Bulletin - Consumer Protection Law.

### NEW QUESTION # 86

A home warranty for a previously owned home would usually cover which of the following items?

- **A. major appliances and home systems such as electric, heating, and plumbing**
- B. structure or flooding issues after closing
- C. major appliances, the buyer's personal property, and any seller added fixtures
- D. only home systems such as the roof, plumbing, and foundation

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A home warranty (separate from homeowners insurance) is a service contract that covers the cost of repair or replacement of major home systems and appliances due to normal wear and tear. Typical coverage includes heating and cooling systems, electrical, plumbing, and major appliances such as ovens, dishwashers, and refrigerators.

A: Structural or flooding issues are generally covered by homeowner's insurance or flood insurance, not warranties.

B: Roofs and foundations may not be covered unless optional riders are purchased.

D: Buyer's personal property and seller's fixtures are not part of warranty coverage.

Thus, the best answer is C.

Reference: Massachusetts Real Estate Salesperson Candidate Handbook - Property Condition and Warranties; HUD Home Warranty Guidance.

### NEW QUESTION # 87

Which of the following is among the typical responsibilities of a residential property manager?

- A. making decisions about structural changes that will enhance the property value
- B. selecting tenants to provide a diverse environment
- **C. negotiating leases between the property owner and potential tenants**
- D. requesting that the tenant's employer withhold the past due rent from wages

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

A residential property manager typically handles marketing, tenant screening (within fair-housing compliance), lease negotiation and execution, rent collection, coordination of maintenance, and reporting to the owner. Of the choices, negotiating leases between the owner and prospective tenants (D) squarely fits the manager's role. Option A (wage garnishment) is a legal remedy available only through court order-not something a manager can unilaterally request from an employer. Option B (deciding structural changes) exceeds a manager's authority; capital improvements require owner approval. Option C is problematic:

attempting to "select tenants to provide a diverse environment" risks steering or discriminatory practices in violation of fair housing laws; tenant selection must be based on neutral, consistent criteria (income, credit, rental history) applied uniformly. Massachusetts exam content highlights the manager's duty to act within the management agreement, comply with fair housing, and conduct lease negotiations consistent with owner directives. Therefore, D is the correct answer.

References: Massachusetts Real Estate Salesperson Candidate Handbook - Property Management; Fair Housing compliance responsibilities.

### NEW QUESTION # 88

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